

IMPORTERS' QUESTIONNAIRE
CERTAIN FROZEN FISH FILLETS FROM VIETNAM

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION
Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than July 15, 2002

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigation concerning certain frozen fish fillets from Vietnam (inv. No. 731-TA-1012 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____
Address _____
City _____ State _____ Zip code _____
World Wide Web address _____

Has your firm imported **the subject product (as defined in the instruction booklet)** from any country at any time since January 1, 1999?

- ☐ **NO** (Sign the certification below and promptly return only this page of the questionnaire to the Commission)
☐ **YES** (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

The undersigned certifies that the information herein supplied in response to this questionnaire is complete and correct to the best of his/her knowledge and belief and understands that the information submitted is subject to audit and verification by the Commission.

Your signature on the certification below will also serve as consent for the Commission, and its employees and contract personnel, to use the information you provide in this questionnaire and throughout this investigation in any other import-injury investigations conducted by the Commission on the same or similar merchandise. If you do not consent to such use, please note the certification accordingly.

The undersigned acknowledges that information submitted in this questionnaire response and throughout this investigation may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this investigation or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Date

Signature of Authorized Official

() _____
Phone

() _____
Fax

PART I. GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 20 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW., Washington, DC 20436.

- I-1. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

- I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

- I-3. Is your firm owned, in whole or in part, by any other firm?

☐ No ☐ Yes—List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

- I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing the subject product from Vietnam into the United States or which are engaged in exporting the subject product from Vietnam to the United States?

☐ No ☐ Yes—List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

PART I. GENERAL QUESTIONS—Continued

- I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of the subject product?

☐ No ☐ Yes—List the following information.

Firm name

Address

Affiliation

- I-6. Please indicate the nature of your firm's importing operations on the subject product. More than one answer may be applicable.

☐ Importer of record ☐ Takes title to the imported product(s)

☐ Consignee of the imported product(s) ☐ Customs broker or freight forwarder

- I-7. If your firm is an importer of record of the subject product but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

- I-8. Please indicate whether your firm enters the subject product into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones ☐ No ☐ Yes

Bonded warehouses ☐ No ☐ Yes

- I-9. Please indicate whether your firm imports the subject product under the TIB (temporary importation under bond) program.

☐ No ☐ Yes

- I-10. To your knowledge, have the products subject to this investigation been the subject of any other import relief investigations in the United States or in any other countries?

☐ No ☐ Yes—Please specify. _____

PART II.—TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **Larry Reavis** (202-205-3185).
Supply all data requested on a calendar-year basis.

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: _____
Name and title

_____ Phone No. _____ E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of the subject product since January 1, 1999?

☐ No ☐ Yes—Supply details as to the time, nature, and significance of such changes.

II-3. Has your firm imported or arranged for the importation of the subject product from Vietnam for delivery after March 31, 2002?

☐ No ☐ Yes—Indicate when such orders are to be delivered and the quantities involved.

II-4. If your firm also produces the subject product in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

PART II.—TRADE AND RELATED INFORMATION—Continued

II-5. **IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of the subject product imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for Vietnam and for all other sources combined.** Use a photocopy, if necessary.

☐ Vietnam

☐ All other sources combined¹

(Quantity in 1,000 pounds, value in \$1,000)					
Item	Calendar years			January-March	
	1999	2000	2001	2001	2002
BEGINNING-OF-PERIOD INVENTORIES (quantity)					
IMPORTS:²					
Quantity of imports					
Value of imports					
U.S. SHIPMENTS:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ³ of internal consumption/transfers					
EXPORT SHIPMENTS:⁴					
Quantity of export shipments					
Value of export shipments					
END-OF-PERIOD INVENTORIES⁵ (quantity)					
U.S. SHIPMENTS TO FOOD SERVICE CENTERS (quantity)					
U.S. SHIPMENTS TO RESTAURANT CHAINS (quantity)					
U.S. SHIPMENTS TO OTHERS (quantity)					
¹ Please identify these sources: _____ ² Please identify the foreign producers, if known: _____ ³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 1999, 2000, and 2001 below: _____ ⁴ Identify your principal export markets: _____ ⁵ Reconciliation of data. —Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No—Please explain: _____					

PART III.—PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from John Giamalva (202-205-2785).

III-1. Who should be contacted regarding the requested pricing and related information?

Company contact: _____
Name and title

_____ Phone No. _____ E-mail address

Section III-A.—PRICE DATA

This section requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, concerning your firm's shipments of the following products imported from Vietnam during January 1999-March 2002 and sold to all unrelated U.S. customers:

Product 1.— 2 to 3 ounce frozen fillets, in 15 lb. to 10 kg. (22 lb.) boxes

Product 2.— 3 to 5 ounce frozen fillets, in 15 lb. to 10 kg. (22 lb.) boxes

Product 3.— 5 to 7 ounce frozen fillets, in 15 lb. to 10 kg. (22 lb.) boxes

Product 4.— 7 to 9 ounce frozen fillets, in 15 lb. to 10 kg. (22 lb.) boxes

Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the FINAL NET amount paid to you (i.e., should be net of all deductions for discounts or rebates. See instruction booklet).

Please note: If your product falls within one of the size ranges please report quantity and value of sales within the appropriate size range. For example, report sales of 4 ounce fillets with the 3-5 ounce product.

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-A. PRICE DATA—Continued

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified products imported from Vietnam and sold by your firm to unrelated U.S. customers.

Product 1 ☐

Product 2 ☐

Product 3 ☐

Product 4 ☐

<i>(Quantity in pounds, value in dollars)</i>						
	2000		2001		2002	
Month	Quantity	F.o.b. value	Quantity	F.o.b. value	Quantity	F.o.b. value
January						
February						
March						
April						
May						
June						
July						
August						
September						
October						
November						
December						
¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product: <hr/> <hr/> <hr/>						

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-B. PRICE-RELATED QUESTIONS

- III-B-1. Please describe how your firm determines the prices that it charges for sales of the subject product (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

- III-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

- III-B-3. What are your firm's typical sales terms for the subject product imported from Vietnam (e.g., 2/10 net 30 days)? _____ On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)? _____

- III-B-4. Approximately what percentage of your firm's sales of the subject product imported from Vietnam are on a contract (___ percent) vs. spot sales (___ percent) basis? If you sell on a contract basis, please answer the following questions with respect to provisions of a typical contract.

(a) What is the average duration of a contract? _____

(b) How frequently are contracts renegotiated? _____

(c) Does the contract fix quantity, price, or both? _____

(d) Does the contract have a meet or release provision? _____

(e) What are the standard quantity requirements, if any? _____

(f) What is the price premium for sub-minimum shipments? ___ percent

- III-B-5. What is the average lead time between a customer's order and the date of delivery for your firm's sales of the subject product? _____

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-B. PRICE-RELATED QUESTIONS—Continued

III-B-6. What is the approximate percentage of the total delivered cost of the subject product that is accounted for by U.S. inland transportation costs? ____ percent. Who generally arranges the transportation to your customers' locations? Your firm ____ or purchaser ____ (check one). What proportion of your sales occur within 100 miles of your storage facility or the port of entry? ____percent. 101 to 500 miles? ____ percent. Over 500 miles? ____ percent.

III-B-7. What is the geographic market area in the United States served by your firm's imports of the subject product from Vietnam?

III-B-8. Please estimate the percentage of your firm's total sales of the imported subject product that were made to the following types of customers in 2001.

Food service distributors	_____
Restaurant chains	_____
Grocery stores	_____
Other (please list)	_____
_____	_____
_____	_____
	100%

III-B-9. What other products may be substitutes for the subject product?

III-B-10. If your firm is an end user of frozen fish fillets, describe the uses of the subject product that you import from Vietnam. For each end use product, what percentage of the total cost is accounted for by frozen fish fillets?

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-B. PRICE-RELATED QUESTIONS—Continued

- III-B-11. How has the demand within the United States (and outside the United States if known) for the subject product changed since January 1, 1999? What were the principal factors affecting changes in demand?

- III-B-12. Have there been any significant changes in the product range or marketing of the subject product in the past five years?

☐ No ☐ Yes—Please describe.

- III-B-13. Does your firm sell the subject product over the internet?

☐ No ☐ Yes—Please describe, noting the estimated percentage of your firm's total sales of subject product in 2001 accounted for by internet sales.

- III-B-14. Are the U.S.-produced and imported subject product from Vietnam used interchangeably (i.e., can they physically be used in the same applications)?

☐ Yes ☐ No--Please explain.

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-B. PRICE-RELATED QUESTIONS—Continued

III-B-15. Are the U.S.-produced and NONSUBJECT imported product (i.e., product imported from countries not subject to this investigation) generally used interchangeably?

☐ Yes ☐ No--Please explain, by country.

III-B-16. Are NONSUBJECT imported product and imported product from Vietnam used interchangeably?

☐ Yes ☐ No--Please explain, by country.

III-B-17. Are there any differences in product characteristics or sales conditions between U.S.-produced subject product and product imported from Vietnam that are a significant factor in your firm's sales of frozen fish fillets?

☐ No ☐ Yes--Please describe any such advantages or disadvantages of the domestic product compared to the imported product (e.g., quality, availability, transportation network, product range, technical support, etc.).

PART III. PRICING AND RELATED INFORMATION—Continued

Section III-B. PRICE-RELATED QUESTIONS—Continued

- III-B-18. Are there any differences in product characteristics or sales conditions between the U.S.-produced product and NONSUBJECT imported product that are a significant factor in your firm's sales of frozen fish fillets?

☐ No

☐ Yes--Please describe any such advantages or disadvantages of the domestic product compared to the nonsubject imported product, by country of origin.

- III-B-19. Are there any differences in product characteristics or sales conditions between the NONSUBJECT imported product and imported product from Vietnam that are a significant factor in your firm's sales of frozen fish fillets?

☐ No

☐ Yes--Please describe, by country, any such advantages or disadvantages of the nonsubject imported product compared to the subject product from Vietnam.

PART III. PRICING AND RELATED INFORMATION—Continued**Section III-C. CUSTOMER IDENTIFICATION**

Please provide the names and addresses of your firm's 10 largest customers for the subject product imported from Vietnam during 1999-2001. Please also provide the name and telephone number of a contact person and the approximate share of your firm's total imports of the subject product from Vietnam that each of these customers accounted for in 2001.

No.	Customer's name	Street address, state, and zip code (No P.O. boxes please)	Contact person	Area code and telephone number	Share of 2001 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					